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Message Text

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67
ACTION NEA-10

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R 110850Z FEB 76
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E.O. 11652: N/A
TAGS: BTIO, SA
SUBJECT: RAYMOND INTERNATIONAL, INC. ACTIVITIES IN THE KINGDOM

1. WAYNE H. JENTSCH, PROJECT MANAGER OF RAYMOND INTER-
RCATIONAL, INC., VISITED EMBASSY FEBRUARY 10 TO DISCUSS
THE CURRENT ACTIVITES OF THE FIRM IN THE KINGDOM.

2. JENTSCH REPORTED THE FOLLOWING PROJECTS:
A. OFFSHORE TREASTLE AT JOAIMA (NEAR RAS TANURA).
RAYMOND HAS SIGNED A LETTER OF INTENT WITH ARAMCO
TO CONSTRUCT THE TREASTLE ($65 MILLION) AS PART OF
THE GASIFICATION PROJECT ARAMCO IS MANAGING.
B. PORT AT MISH'AB (NEAR KUWAITI BORDER). RAYMOND
IS THE FRONT RUNNER ON THE CONSTRUCTION PORTION OF
THIS PROJECT WITH THE CORPS OF ENGINEERS. EMBASSY
HAS LSERNED THAT URS ASSOCIATES WILL BE AWARDED
THE CONTRACT FOR DESIGN OF THE PORT WHILE RAYMOND
WILL DO THE CONSTRUCTION WORK. THE CORPS ESTI-
MATES THE PORT WILL COST $150 MILLION. IT WILL
CONSIST OF ONE PIER WITH 6 BERTHS, AND A 13 MILE
CAUSEWAY WILL BE COOETRUCTED TO REACH
DEEP WATER. THE PORT WILL HANDLE GOODS FOR THE
NEW $4 BILLION MILITARY COMPLEX TO BE CONSTRUCTED
AT AL BUTAN.

3. RAYMOND IS NEGOTIATING A JOINT VENTURE WITH THE
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UNITED ESTABLISHMENT FOR TRADING (UET) TO REPRESENT

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RAYMOND'S INTERESTS IN THE KINGDOM. UET, WHOSE PRINCIPAL PARTNER IS PRINW SAUD BIN FAHD, WILL CONTROL 40 PERCENT OF THE JOINT VENTURE. JENTSCH INDICATED THAT UET WOULD ACT SIMPLY AS A LIAISON WITH THE SAUDI GOVERNMENT IN CONTRACT DISCUSSIONS, AND WOULD NOT PLAY A ROLE IN ANY PROJECT WORK.

4. JENTSCH STATED THNZ RAYMOND HAD NO INTEREST IN TRYING TO SECURE CONTRACTS FOR WORK AT JIDDA PORT AT THIS TIME. HE FELT THAT THE GREEK FIRM, ARCHIRODON, HAD A FIRM GRIP ON PORT CONSTRUCTION IN JIDDA, AND THE SAUDIS WERE PLEASED WITH THEIR WORK. HOWEVER, HE ADDED THAT IF ARCHIRODON WAS UNABLE TO HANDLE NEW PORT CONSTRUCTION, RAYMOND MAY BE INTERESTED IN FILLING THE VOID.

5. JENTSCH ALSO MENTIONED THAT RAYMOND MAY TURN TO KOREAN LABOR FOR CERTAIN PROJECT WORK. THE KOREANS HAVE DISPLAYED A TRULY REMARKABLE CAPABILITY TO ADAPT TO THE DIFFICULT WORKING CONDITIONS IN SAUDI ARABIA, AND RAYMOND HOPES TO DRAW ON ITS GOOD RELATIONSHIP WITH THE KOREANS WHICH WAS ESTABLISHED BY WGRK IN SOUTHEAST ASIS DURING THE 60'S.
PORTER

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